A3940-1.24

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1990

MIDDLE ATLANTIC REGION (MAPA)

American University
Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 2, 1990 through June 4, 1990) and cumulatively (September 1, 1989, and June 4, 1990). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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ISSN 1048-7697

MAPA REGIONAL Report No. 5 JULY 1990

(Data Combined for Men and Women)

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

BY CURRICULUM FOR	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	115	1667	$27551	$26627	$33000	$28000	$22000	371	4340	$28053	$26496	$33000	$28000	$23500
BUSINESS ADMIN (INCL MGMT	56	680	23417	23688	28800	23000	17500	106	1263	24445	23318	30000	25000	18000
DISTRIBUTION MANAGEMENT	8	26	25000	24580	*	*	*	14	73	26226	25376	*	*	*
ECONOM & FINANCE (BANKING	57	1114	26095	25527	33000	26000	20000	129	1882	26324	25158	31000	26500	21000
HOTEL/RESTAURANT MGMT.	33	88	22697	21306	23000	23000	18000	34	120	22588	20951	23000	23000	18000
HUMAN RSRCS (incl LABOR R	+	49	+	22514				+	104	+	23176			
MANAGEMENT INFO SYSTEMS	14	192	26664	27595	*	*	*	16	475	26506	27493	*	*	*
MARKETING/MARK MGMT (RESR	11	795	24173	23902	*	*	*	34	1536	24939	23447	29000	26100	20000
REAL ESTATE	+	6	+	20850				+	24	+	24353			
COMMUNICATIONS														
ADVERTISING	+	40	+	22044				+	65	+	20599			
COMMUNICATIONS	10	115	20210	21435	*	*	*	15	264	20780	20898	*	*	*
JOURNALISM	+	51	+	20602				+	103	+	19004			
TELECOMMUN/BROADCASTING	+	51	+	21250				+	64	+	20610			
EDUCATION														
ELEMENTARY EDUCATION	+	75	+	19837				2	374	24202	19144	*	*	*
PRE-ELEMENTARY EDUCATION	+	4	+	19125				+	27	+	17130			
PHYSICAL EDUCATION	+	9	+	20580				+	44	+	19373			
SPECIAL EDUCATION	+	27	+	19754				+	86	+	19827			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	11	+	18682				+	12	+	18292			
TEXTILES & CLOTHING	4	101	21000	20759	*	*	*	9	133	20556	20814	*	*	*
MERCHANDISING MANAGEMENT	3	18	20000	20617	*	*	*	5	53	17796	19792	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	2	23	27500	24304	*	*	*	2	38	27500	23157	*	*	*
LETTERS (incl English, Li	13	85	27192	22374	*	*	*	13	157	27192	20918	*	*	*
VISUAL & PERFORMING ARTS	3	18	24333	24362	*	*	*	4	68	21875	20461	*	*	*
HUMANITIES - OTHER	7	49	20100	22737	*	*	*	8	104	20713	23659	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	2	16	19920	19616	*	*	*	2	31	19920	20111	*	*	*
HISTORY	3	39	24333	23738	*	*	*	4	60	23950	22558	*	*	*
POLITICAL SCIENCE/GOVT	11	71	22991	24529	*	*	*	15	150	22881	23673	*	*	*
PSYCHOLOGY	10	96	27750	21047	*	*	*	13	183	26000	20474	*	*	*
SOCIOLOGY	3	18	21500	19217	*	*	*	4	44	20999	20152	*	*	*
SOCIAL SCIENCES-OTHER	6	90	21000	23040	*	*	*	9	122	22278	22179	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	101	26252	30333	*	*	*	3	278	29651	30465	*	*	*
AGRICULTURAL	+	21	+	30530				+	53	+	30090			
ARCHITECTURAL	+	26	+	28053				+	57	+	29143			
BIOENGINEERING & BIOMEDIC	+	17	+	30216				+	47	+	30515			
CHEMICAL	42	638	33901	34855	36500	35000	30000	188	1873	34949	35084	36600	35400	32860
CIVIL	33	506	26807	28105	30000	26400	23500	63	1146	27655	28040	31700	28000	24000
COMPUTER	10	111	31895	31009	*	*	*	35	331	31882	31212	35700	32400	26252
ELECTRICAL/ELECTRONIC	77	1077	30901	31779	34560	31440	26252	223	2624	31473	31817	34560	31900	26252

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	1	3	$24960	$28304	*	*	*	2	5	$28080	$28822	*	*	*
INDUSTRIAL	22	273	31345	30034	$33000	$31900	$30000	115	855	31116	30608	$33600	$31680	$28500
MECHANICAL	82	1048	31619	31944	34140	31830	30000	239	2795	31838	32166	35000	32200	28080
METALLURGICAL	3	54	31467	32427	*	*	*	8	161	32553	32412	*	*	*
MINING (INCL GEOLOGICAL)	1	14	31500	28747	*	*	*	3	40	30500	29483	*	*	*
NUCLEAR	1	13	32100	29860	*	*	*	6	35	32520	30863	*	*	*
PETROLEUM	+	38	+	35266				+	138	+	35448			
TEXTILE	+	+	+	+				+	3	+	33669			
ENGINEERING TECHNOLOGY	11	124	28393	28580	*	*	*	18	299	27870	28905	*	*	*
INDUSTRIAL TECHNOLOGY	+	37	+	30362				+	63	+	28543			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	2	35	18000	21000	*	*	*	2	106	18000	21896	*	*	*
ANIMAL SCIENCES	+	20	+	20877				+	42	+	19188			
PLANT SCIENCES	+	5	+	20431				+	28	+	21469			
NATURAL RESOURCES	+	8	+	18281				1	16	18000	18572	*	*	*
OTHER AGRICULTURAL SCIENC	+	20	+	24600				+	49	+	24066			
COMPUTER SCIENCE														
COMPUTER SCIENCE	35	419	28402	29794	33300	28008	24960	118	1018	29480	29730	33800	29889	25739
COMPUTER PROGRAMMING	2	26	28050	28304	*	*	*	9	70	26409	28611	*	*	*
INFORMATION SCIENCES & SY	3	154	26400	28628	*	*	*	30	345	29279	28463	33600	28100	26400
SYSTEMS ANALYSIS	+	10	+	32500				1	14	28980	31603	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	28	35	29652	27941	32000	29000	23504	35	84	29189	26943	32000	28631	23600
HEALTH SCIENCES	1	5	20000	21410	*	*	*	7	28	25246	20513	*	*	*
NURSING	72	96	29558	28599	31500	29850	27000	73	120	29519	28206	31500	29700	27000
PHARMACY	+	19	+	39614				3	39	38478	36627	*	*	*
SCIENCES														
ACTUARIAL	+	4	+	29400				+	64	+	27722			
ARCHITECTURAL & ENVIRONME	+	20	+	25283				4	79	26100	25186	*	*	*
BIOLOGICAL	3	27	22233	22059	*	*	*	3	62	22233	21442	*	*	*
CHEMISTRY	4	37	29255	27267	*	*	*	8	107	28927	28226	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	5	25000	25760	*	*	*	1	25	25000	23185	*	*	*
MATHEMATICS	15	120	25584	27330	*	*	*	29	254	25406	26686	31100	26400	19493
PHYSICS	2	25	32500	30674	*	*	*	3	42	33667	29530	*	*	*
OTHER PHYSICAL & EARTH SC	+	6	+	20900				+	9	+	21078			
POLYMER SCIENCE	+	6	+	32234				+	6	+	32234			
TEXTILE SCIENCE	+	+	+	+				+	24	+	26861			
TOTALS	823	10827						2039	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	88	1213	$28770	$27337	$33000	$29000	$23000	324	3335	$28510	$26936	$33000	$28000	$24600
ACCOUNTING (PRIVATE)	33	545	24637	25511	29000	27000	18000	53	1121	24851	25266	29000	26640	18000
COMMERCIAL BANKING (CNSMR	6	134	23667	21869	*	*	*	13	225	23435	21435	*	*	*
COMMERCIAL BANKING (LENDG	2	179	28250	24474	*	*	*	7	265	27214	24013	*	*	*
INVESTMT BANKING (CORP FN	8	53	29500	29190	*	*	*	10	80	29320	28795	*	*	*
INVESTMT BANKNG (M & A)	+	8	+	27126				1	16	30000	26946	*	*	*
INVESTMT BANKG (REAL EST)	+	2	+	26500				+	14	+	25299			
INVESTMT BANKG (SALES & T	3	16	27833	26362	*	*	*	3	28	27833	23387	*	*	*
FINANCIAL/TREASURY ANALYS	11	307	25082	27084	*	*	*	28	584	26347	26925	30000	27250	22000
PORTFOLIO MGMT/BROKERAGE	7	33	25214	25473	*	*	*	12	72	26208	23689	*	*	*
UNDERWRITING	5	105	23000	23999	*	*	*	11	157	24364	23619	*	*	*
INSURANCE - CLAIMS	7	53	23707	23717	*	*	*	10	116	23235	22829	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	7	18000	25357	*	*	*	1	25	18000	21642	*	*	*
MEDIA PLANNING	+	11	+	20793				+	21	+	20388			
REPORTING	+	8	+	16750				+	21	+	16548			
PRODUCTION	3	28	16667	26139	*	*	*	3	53	16667	25639	*	*	*
PUBLIC RELATIONS	3	37	23667	19619	*	*	*	4	76	24000	20277	*	*	*
WRITING / EDITING	+	33	+	19280				+	65	+	18634			
MARKETING														
ADVERTISING	2	29	18500	22229	*	*	*	3	63	19533	20971	*	*	*
BRAND/PRODUCT MANAGEMENT	5	104	25680	24444	*	*	*	13	208	25943	25131	*	*	*
BUYER/MERCHANDISING	13	318	24462	22962	*	*	*	17	457	24221	22963	*	*	*
DISTRIBUTION	7	61	26857	25188	*	*	*	13	118	27320	26057	*	*	*
MARKET RESEARCH	3	29	31833	26578	*	*	*	10	76	29400	25754	*	*	*
PURCHASING	1	21	27000	24059	*	*	*	7	54	27214	23868	*	*	*
SALES	19	767	24661	24957	*	*	*	59	1583	26600	24809	33000	27000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	16	+	21968				2	38	18598	21138	*	*	*
FINANC,TAXA, MONETARY POL	7	34	21474	21948	*	*	*	9	69	22558	22658	*	*	*
ECONOMIC PROGRAMS	+	2	+	24250				+	16	+	26362			
LAW ENFORCEMENT	1	9	26400	19931	*	*	*	1	33	26400	25790	*	*	*
MILITARY	+	18	+	24428				+	98	+	22179			
NATIONAL SECURITY	+	6	+	25566				+	9	+	26010			
URBAN / REGIONAL PLANNING	+	6	+	24615				+	17	+	25215			
ENGINEERING														
BIOENGINEERING	+	40	+	34606				+	61	+	33056			
DESIGN / CONSTRUCT	35	661	26975	29472	30000	26252	24000	63	1532	28901	29916	33600	29000	24960
ENVIRONMENTAL/SANITATION	10	93	30299	29614	*	*	*	29	206	29889	29377	33000	29500	27000
MANUFACTURING/INDUSTRIAL	46	575	32129	31741	35000	32400	30000	176	1634	32166	32020	35000	32400	30000
SYSTEMS / PROGRAMMING	11	125	32324	30933	*	*	*	28	372	31281	31087	33500	32200	26252
POWER SYSTEMS	15	151	30659	31525	*	*	*	48	391	31437	31734	33696	32000	29400
SOFTWARE DESIGN & DEVELOP	13	157	31712	31612	*	*	*	24	346	31774	31685	34100	32400	26000
HARDWARE DESIGN & DEVELOP	3	129	29851	32899	*	*	*	11	294	31932	32491	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	15	178	$31620	$32452	*	*	*	71	578	$31818	$32316	$36000	$32760	$25343
TESTING	1	98	29820	29773	*	*	*	10	243	30562	30307	*	*	*
PROCESS ENGINEERING	21	455	33673	34825	$36000	$35000	$30000	118	1390	34990	34985	36700	35446	33000
PROJECT ENGINEERING	40	511	31918	31743	35500	32200	26400	96	1130	32064	32200	35000	32200	27000
OTHER ENGINEERING	59	775	30405	31061	34700	31100	26000	153	2117	31635	31347	36000	32136	26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	3	11	27427	22485	*	*	*	6	31	27463	22633	*	*	*
INDUSTRIAL HYGIENE	+	1	+	16000				+	1	+	16000			
MEDICAL TECHNOLOGY	8	15	24095	24433	*	*	*	8	26	24095	23239	*	*	*
NURSES / PERSONAL CARE	69	93	29395	28376	31000	29120	27000	70	120	29356	27965	31000	29060	27000
OCCUPATIONAL THERAPY	+	1	+	26000				11	19	27326	25981	*	*	*
PHARMACIST	+	16	+	40860				3	26	38478	38746	*	*	*
PHYSICAL THERAPY	20	21	31875	31310	40000	29450	28500	20	42	31875	29364	40000	29450	28500
RESPIRATORY THERAPY	+	2	+	32975				+	8	+	25716			
OTHER HEALTH RELATED	2	19	31352	21869	*	*	*	3	56	27068	20839	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	3	18	13667	18758	*	*	*	3	37	13667	18412	*	*	*
COUNSELING	2	19	19750	16660	*	*	*	2	56	19750	16881	*	*	*
FUNDRAISING / DEVELOPMENT	+	10	+	14850				1	16	20000	15788	*	*	*
SOCIAL WORK	+	17	+	16675				+	42	+	17617			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	17	415	26751	28511	*	*	*	65	943	27676	28557	31500	27900	25000
INFORMATION SYSTEMS	23	217	27489	28097	30900	28500	23000	52	473	29576	28076	34500	30250	23000
SYSTEMS ANALYSIS & DESIGN	18	191	30005	29148	*	*	*	53	488	29507	29625	33900	28200	26004
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	28	28967	28007	*	*	*	9	95	29789	30069	*	*	*
AGRICULTURE/NAT'L RESOURC	2	39	20000	19315	*	*	*	3	130	19333	20180	*	*	*
ARCHITECTURE	+	7	+	20166				1	23	18200	21479	*	*	*
CONSULTING	27	363	30133	28790	36000	31000	26500	88	758	30236	28778	34700	30000	26500
HUMAN RESRCS /INDUS RELS	4	74	21500	23662	*	*	*	8	123	22225	23497	*	*	*
MANAGEMENT TRAINEE	104	901	23465	22461	28800	23000	19600	165	1735	24237	22273	30000	23000	19000
MATH/STATISTICIANS	6	13	24243	26354	*	*	*	14	29	22662	24446	*	*	*
PARALEGAL	3	20	18413	21123	*	*	*	3	30	18413	19773	*	*	*
RESEARCHERS NON-TECHNICAL	+	7	+	20096				+	31	+	20944			
RESEARCHERS - TECHNICAL	2	19	24850	28085	*	*	*	5	53	25980	27806	*	*	*
TEACHING	3	150	14167	19534	*	*	*	5	635	18181	19179	*	*	*
TOTALS	823	10827						2039	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 5 JULY 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	1	104	$30000	$29708	*	*	*	1	282	$30000	$29695	*	*	*
MBA--NON-TECH	2	314	27500	36462	*	*	*	12	570	35325	36242	*	*	*
MBA--TECH	+	62	+	38289				1	125	37000	38281	*	*	*
MS-BUSINESS	+	35	+	35016				1	55	45000	34706	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	1	177	44400	37474	*	*	*	1	215	44400	37430	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	32	+	32387				9	57	30244	31708	*	*	*
MANAGEMENT INFORMATION SY	3	27	41300	33504	*	*	*	3	46	41300	34003	*	*	*
MARKETING/MKTNG MGT (RESE	+	67	+	35968				+	79	+	35903			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	4	+	24561				+	8	+	25555			
JOURNALISM	+	2	+	24500				+	2	+	24500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	24000				+	14	+	26509			
ELEMENTARY EDUCATION	+	+	+	+				+	24	+	22337			
PHYSICAL EDUCATION	+	1	+	15996				+	6	+	30765			
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	1	+	22020				+	27	+	22300			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	24350			
LETTERS	+	1	+	23000				+	4	+	19250			
VISUAL & PERFORMING ARTS	+	5	+	26797				+	7	+	24712			
HUMANITIES - OTHER	+	+	+	+				+	2	+	21500			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	4	+	25251				+	30	+	24800			
SOCIOLOGY	+	2	+	22000				+	3	+	20500			
SOCIAL SCIENCES - OTHER	+	4	+	26535				+	9	+	24313			

continued

MAPA REGIONAL Report No. 5 JULY 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH	CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	28	+	$35295				+	58	+	$35343			
AGRICULTURAL	+	1	+	40000				+	6	+	36450			
BIOENGINEERING & BIOMEDIC	+	2	+	37000				+	4	+	36500			
CHEMICAL	+	81	+	38738				2	133	$39300	38055	*	*	*
CIVIL	1	79	$28505	32476	*	*	*	1	192	28505	32260	*	*	*
COMPUTER	+	11	+	33923				2	31	41950	34395	*	*	*
ELECTRICAL/ELECTRONIC	5	115	38700	37991	*	*	*	15	291	38620	37376	*	*	*
INDUSTRIAL	+	14	+	35507				6	70	36400	35928	*	*	*
MECHANICAL	3	90	37362	36933	*	*	*	18	248	36511	36964	*	*	*
METALLURGICAL	+	8	+	35838				+	29	+	36766			
MINING & MINERAL	+	4	+	39345				+	5	+	37476			
NUCLEAR	+	9	+	38877				+	18	+	36635			
PETROLEUM	+	1	+	35000				1	26	30000	38067	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	28900				1	11	24000	26823	*	*	*
HEALTH SCIENCES	+	2	+	27500				+	9	+	20402			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	10	+	24800				+	11	+	23855			
ARCHITECTURAL & ENVIRONME	+	5	+	29300				+	8	+	28037			
BIOLOGICAL	+	2	+	33090				+	8	+	30353			
CHEMISTRY	+	6	+	32393				6	21	31750	31907	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	81	43200	36425	*	*	*	9	167	40068	36656	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	19	+	34508				3	53	26267	33560	*	*	*
MATHEMATICS (INCL ACTUARI	+	14	+	29243				2	32	37000	30345	*	*	*
PHYSICS	+	2	+	33995				1	11	24705	30560	*	*	*
POLYMER	4	7	34980	37703	*	*	*	6	9	34980	37098	*	*	*
TOTALS	22	1438						101	3022					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/2/90 THROUGH 6/4/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	128	+	$42445			
MBA--TECH	+	34	+	44693			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	130	+	41806			
MBA--TECH	+	43	+	46995			
OVER 4 YEARS							
MBA--NON-TECH	1	119	$45300	45209	*	*	*
MBA--TECH	+	49	+	49302			
TOTALS	1	503					

CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	316	+	$44262			
MBA--TECH	+	96	+	48339			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	389	+	46565			
MBA--TECH	+	188	+	51381			
OVER 4 YEARS							
MBA--NON-TECH	1	275	$45300	46451	*	*	*
MBA--TECH	+	122	+	53407			
TOTALS	1	1386					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	2	6	$58000	$54067	*	*	*	2	8	$58000	53050	*	*	*
ECONOMICS	+	+	+	+				+	3	+	44000			
EDUCATION														
EDUCATION ADMINISTRATION	1	6	37500	45917	*	*	*	1	20	37500	43487	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	4	+	29250				2	6	32520	30340	*	*	*
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	+	+	+				+	6	+	32167			
SOCIOLOGY	+	2	+	32502				+	2	+	32502			
SOCIAL SCIENCES	+	+	+	+				+	5	+	30600			
ENGINEERING														
AEROSPACE	+	1	+	36600				+	4	+	45398			
CHEMICAL	6	51	53433	50397	*	*	*	28	132	49974	50570	$52500	$50250	$46800
CIVIL	+	6	+	43083				+	9	+	43632			
COMPUTER	+	3	+	41000				+	4	+	45000			
ELECTRICAL/ELECTRONIC	1	8	57000	50275	*	*	*	1	33	57000	52887	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	2	+	51500			
MECHANICAL	+	9	+	51065				1	25	50000	48708	*	*	*
METALLURGICAL	+	2	+	41000				5	18	45038	47583	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	7	+	38714				+	14	+	37971			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	50	+	46123				6	105	44693	45393	*	*	*
GEOLOGICAL SCIENCES	+	2	+	37170				1	11	48900	37145	*	*	*
MATHEMATICS	+	2	+	44000				+	6	+	37833			
PHYSICS	+	2	+	41250				+	11	+	41361			
POLYMER	+	3	+	46333				+	7	+	46857			
TOTALS	10	164						47	433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	28456 311 37500/24500			22667 3	27000 1	27700 2	22267 3	30333 3	
BUSINESS ADMIN (INCL MGMT	23900 3			26537 7		22600 3	22200 3	30144 9	
DISTRIBUTION MANAGEMENT						15000 1			
ECONOM & FINANCE (BANKING	29385 13			25608 20 32000/21500	30625 4	27667 3		29255 11	
MANAGEMENT INFO SYSTEMS								25000 1	28000 1
MARKETING/MARK MGMT (RESR				23667 3		25800 1			
COMMUNICATIONS		12000 1				18000 1		19000 1	
LETTERS (incl English, Li	30000 2	19000 2		24500 1	31000 1			33000 1	
VISUAL & PERFORMING ARTS					30000 1				
HUMANITIES - OTHER					24500 1				
POLITICAL SCIENCE/GOVT				27000 2				27000 1	
PSYCHOLOGY	34250 2				31500 2				
SOCIOLOGY				24000 2					
SOCIAL SCIENCES-OTHER				22250 2			18000 1		
CHEMICAL	28500 1							33360 3	36504 1
CIVIL			30000 1					27110 22 30000/24960	26778 9
COMPUTER						37133 3		32167 3	
ELECTRICAL/ELECTRONIC	33500 4		26520 1			35000 6		32078 9	31200 1
ENIVRONMENTAL ENGINEERING								24960 1	31200 1
INDUSTRIAL	31500 5						32280 1	30300 16	31000 1
MECHANICAL	34000 2					33000 2	32400 1	29662 12	30582 6
ENGINEERING TECHNOLOGY							29800 1	25000 1	16500 2
COMPUTER SCIENCE	32000 2			26297 3		29943 7	28733 15	30292 12	24960 1

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
COMPUTER PROGRAMMING							23600 2		
INFORMATION SCIENCES & SY						30864 11	26255 4		
SYSTEMS ANALYSIS							28980 1		
ARCHITECTURAL & ENVIRONME	27000 1		24100 2						
MATHEMATICS						28000 1	28000 1	33300 1	
PHYSICS						34000 1	31000 1		

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	25700 5		23000 1	26000 1		25667 3			
BUSINESS ADMIN (INCL MGMT	24750 4	21500 2		23243 15	11520 1	22550 18			
ECONOM & FINANCE (BANKING	27024 24 35000/21500			24377 11		24633 6			29000 1
HOTEL/RESTAURANT MGMT.		21889 9	22826 23 29000/23000						
MANAGEMENT INFO SYSTEMS							23000 1		
MARKETING/MARK MGMT (RESR	23000 1			25667 3		21449 7			
COMMUNICATIONS	18000 1	23000 1		22200 1		21183 6			22800 1
TEXTILES & CLOTHING						19375 8			
MERCHANDISING MANAGEMENT						17796 5			
FOREIGN LANGUAGES						30000 1			
LETTERS (incl English, Li				24000 1		24000 1			
VISUAL & PERFORMING ARTS						17750 2			
HUMANITIES - OTHER					19000 1	23067 3			
CRIMINAL JUSTICE					13440 1				
HISTORY	29000 1					22800 1	26000 1		
POLITICAL SCIENCE/GOVT		16120 1		23875 4	22800 1	23000 4			
PSYCHOLOGY		20000 1		35000 1		21333 3			
SOCIOLOGY						19495 1			
SOCIAL SCIENCES-OTHER	29000 2					24000 1			
INDUSTRIAL	32000 1					24700 2			29000 2
COMPUTER SCIENCE	29126 4			27784 3		29000 1			27000 4
PHARMACY						41600 1			
BIOLOGICAL				22000 1					

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE		HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE		LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MATHEMATICS	16998	2			29163	8					

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				24900 2		23150 2	16117 1		
BUSINESS ADMIN (INCL MGMT	22000 1					21381 5			23010 1
ECONOM & FINANCE (BANKING			20751 4		14750 2	27500 1			
MANAGEMENT INFO SYSTEMS			23167 6						
MARKETING/MARK MGMT (RESR				29500 1					
COMMUNICATIONS			25000 1						
ELEMENTARY EDUCATION					24202 2				
HUMANITIES - OTHER					13000 1				
CRIMINAL JUSTICE				26400 1					
HISTORY						18000 1			
POLITICAL SCIENCE/GOVT			15600 1			20195 1			
PSYCHOLOGY						23000 1	23000 1	18500 1	
SOCIAL SCIENCES-OTHER									13000 1
AEROSPACE & AERONAUTICAL						26252 1			
CHEMICAL				32100 1		26000 1			
CIVIL				32365 3		26333 3	24788 5		
COMPUTER						25687 7			
ELECTRICAL/ELECTRONIC		34580 5	29910 1	32398 31 36500/30480	25343 3	26319 30 31490/25343	29333 3		
INDUSTRIAL			30400 3	31700 1		21031 3			
MECHANICAL		32000 2		32662 15		25508 15	30745 2		
NUCLEAR				32100 1					
ENGINEERING TECHNOLOGY						28000 1			
COMPUTER SCIENCE		31900 2	27950 2	30000 1	18000 1	25287 10			

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER PROGRAMMING			27900 1		25570 4				
INFORMATION SCIENCES & SY			22608 1	27798 2					
ALLIED HEALTH					28631 1			27555 27 32000/23504	37000 6
HEALTH SCIENCES					26237 1			26500 2	25827 3
NURSING					27500 5			29707 61 39000/27206	29326 7
PHARMACY								36917 2	
CHEMISTRY						20200 1			
MATHEMATICS				21996 1		21131 9			

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									28145 13
BUSINESS ADMIN (INCL MGMT								16800 1	26555 12
DISTRIBUTION MANAGEMENT								22000 1	28193 6
ECONOM & FINANCE (BANKING					26400 2			23000 1	27750 2
MANAGEMENT INFO SYSTEMS								30450 4	31500 1
MARKETING/MARK MGMT (RESR							29736 1	26400 1	27320 7
FOREIGN LANGUAGES		25000 1							
LETTERS (incl English, Li									31500 1
SOCIOLOGY			16500 1						
SOCIAL SCIENCES-OTHER			13000 1						
AEROSPACE & AERONAUTICAL					31600 1				
CHEMICAL					35500 1		30796 2	31800 3	35267 128 38500/34200
CIVIL								28186 14	33000 1
COMPUTER					32200 2				35100 2
ELECTRICAL/ELECTRONIC					31199 5	30000 1	31270 3	31700 2	33562 13
INDUSTRIAL							32186 5	32540 10	32041 20 35520/31000
MECHANICAL					30432 5		32661 10	31569 19	33419 26 36492/30000
METALLURGICAL							33600 1		
ENGINEERING TECHNOLOGY								32400 2	
AGRIBUSINESS						18000 2			
COMPUTER SCIENCE					30096 1			27669 3	32120 10
INFORMATION SCIENCES & SY								26400 1	32350 3
ALLIED HEALTH			27000 1						

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
HEALTH SCIENCES				20000 1					
BIOLOGICAL									19700 1
CHEMISTRY									31036 6
MATHEMATICS								24000 2	31200 2

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	27500 1	25200 1		27500 2	24390 2				28250 10
BUSINESS ADMIN (INCL MGMT	27300 2	26171 7	26400 2		25133 3			27000 1	
ECONOM & FINANCE (BANKING	23503 5	25450 4	24500 4	25167 3					27917 6
MANAGEMENT INFO SYSTEMS		30000 1			25800 1				
MARKETING/MARK MGMT (RESR		25933 3	30000 1	24500 1					
COMMUNICATIONS			24600 1						
TEXTILES & CLOTHING				30000 1					
LETTERS (incl English, Li		31250 2							
PSYCHOLOGY				23000 1					
AEROSPACE & AERONAUTICAL		31100 1							
CHEMICAL		34590 6		35400 3	32535 4			34202 2	36291 19
CIVIL					26000 1			36000 1	
COMPUTER		33173 13		33900 1				31500 3	
ELECTRICAL/ELECTRONIC	33334 4	32090 66 40000/31000		33240 3	32134 16	32400 2		33067 3	33933 3
INDUSTRIAL		32094 28 35500/30500	32127 4	33000 1	28467 3			30300 4	
MECHANICAL		31919 40 35100/30700	31667 3		31847 38 36240/30000		34175 4	34880 5	34726 11
METALLURGICAL					32403 7				
MINING (INCL GEOLOGICAL)						30000 2			
NUCLEAR		32670 2			32560 3				
ENGINEERING TECHNOLOGY	30000 1	29832 5			30900 2				
NATURAL RESOURCES								18000 1	
COMPUTER SCIENCE	30332 6	32185 20 36800/29000			27100 2		23000 1		
COMPUTER PROGRAMMING		29400 1							

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
INFORMATION SCIENCES & SY	27600 1	29400 2		33000 1	27400 3				
CHEMISTRY					25000 1				
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS	28800 2								
PHYSICS		36000 1							

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							19500 4
BUSINESS ADMIN (INCL MGMT		23800 2					23000 4
DISTRIBUTION MANAGEMENT		26833 6					
ECONOM & FINANCE (BANKING							24600 2
HOTEL/RESTAURANT MGMT.							23000 2
MARKETING/MARK MGMT (RESR	22000 1		21600 1			23000 1	25200 1
LETTERS (incl English, Li							25000 1
VISUAL & PERFORMING ARTS							22000 1
HUMANITIES - OTHER							20000 2
SOCIAL SCIENCES-OTHER							30000 1
CHEMICAL		34118 8				32725 4	35000 1
CIVIL			29200 1				28000 2
COMPUTER		33900 1					
ELECTRICAL/ELECTRONIC			33600 3	34100 1		32000 2	29000 2
INDUSTRIAL				28500 1			31238 4
MECHANICAL		33450 6	31540 5	33000 1	32250 2	32750 4	32000 3
MINING (INCL GEOLOGICAL)							31500 1
ENGINEERING TECHNOLOGY						31200 1	24450 2
COMPUTER SCIENCE		31150 6		25200 1			
COMPUTER PROGRAMMING		30900 1					
INFORMATION SCIENCES & SY		30600 1					
ARCHITECTURAL & ENVIRONME			29200 1				
BIOLOGICAL							25000 1

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	28496 331 37500/24500	16667 3		25198 40 32000/21000	29800 10	24091 11	21629 7	29189 27 37500/26500	28000 1
BACHELOR - TECHNICAL	31933 15		26180 4	26297 3		32210 31 43400/26500	28358 27 36000/24995	29615 80 35040/25000	27834 22 36504/24960

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	26423 38 35000/20000	21366 14	22833 24 28000/23000	24229 37 35000/20488	16690 4	21899 70 30000/17500	24500 2		25900 2
BACHELOR - TECHNICAL	26071 7			28221 12		30000 4			27667 6

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	22000 1		21884 12	26425 4	18181 5	21991 11	19559 2	18500 1	18005 2
BACHELOR - TECHNICAL		33411 9	28440 8	32051 56 36500/30000	25912 15	25155 81 31490/21000	27343 10	29162 92 39000/25500	31548 16

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL		25000 1	14750 2		26400 2		29736 1	26250 8	27701 42 33000/26640
BACHELOR - TECHNICAL			27000 1	20000 1	31317 15	22000 3	32216 21 35040/31800	30372 56 35400/26000	34198 212 38500/31000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	24952 8	26694 18	25675 8	26000 8	24997 6			27000 1	28125 16
BACHELOR - TECHNICAL	30752 14	32139 185 40000/30000	31930 7	33980 9	31420 80 36240/28200	31200 4	31940 5	32195 19	35245 34 37500/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	22000 1	26075 8	21600 1			23000 1	22633 18
BACHELOR - TECHNICAL		32867 23 35700/30600	31690 10	30200 4	32250 2	32464 11	29709 16

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	28447 310 37500/24500	25925 39 31000/22800			27250 2				24250 4
BUSINESS ADMIN (INCL MGMT	29250 2	17130 4		29250 2					17000 1
ECONOM & FINANCE (BANKING	30220 10	25286 7	24144 8	26875 4	29450 6			28000 1	27078 22 34000/23816
MARKETING/MARK MGMT (RESR		22000 1	27000 1						
LETTERS (incl English, Li	31000 1			24500 1					
VISUAL & PERFORMING ARTS		14500 1			30000 1				
HUMANITIES - OTHER								24500 1	
POLITICAL SCIENCE/GOVT		24000 1	22000 1						
PSYCHOLOGY					32000 1			31000 1	
SOCIOLOGY			24000 2						
SOCIAL SCIENCES-OTHER			14500 1			30000 1			
ARCHITECTURAL & ENVIRONME	27000 1								
MATHEMATICS									28000 1

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING	REPORTING	PRODUCTION		PUBLIC RELATIO		WRITING / EDIT
ACCOUNTING	24500	1													
BUSINESS ADMIN (INCL MGMT	26750	4	25500	6	23513	4							23000	1	
ECONOM & FINANCE (BANKING	26600	5	20000	1	23367	3									
HOTEL/RESTAURANT MGMT.													23000	1	
MARKETING/MARK MGMT (RESR			23000	1											
COMMUNICATIONS					22200	1					15000	2			
FOREIGN LANGUAGES													25000	1	
LETTERS (incl English, Li					24000	1	18000	1			20000	1			
HUMANITIES - OTHER													25000	1	
POLITICAL SCIENCE/GOVT			23500	1	22000	1									
INDUSTRIAL	32000	1													
BIOLOGICAL			22000	1											
MATHEMATICS	18000	1	26500	1											

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Bloc: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	URCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING							18000 1		22059 2
BUSINESS ADMIN (INCL MGMT		21850 2	24333 3		29130 2	26400 4	26214 7	17000 1	21581 5
DISTRIBUTION MANAGEMENT				27513 12			15000 1		
ECONOM & FINANCE (BANKING		30000 1	23000 1			26400 1	22777 10		
HOTEL/RESTAURANT MGMT.		23000 1							
MANAGEMENT INFO SYSTEMS					31500 1				
MARKETING/MARK MGMT (RESR	17800 2	27194 7	26760 1		26760 2		26260 9		
COMMUNICATIONS	23000 1	19000 1			22800 1		22533 3		
TEXTILES & CLOTHING			22000 4				20250 4		
FOREIGN LANGUAGES			30000 1						
LETTERS (incl English, Li				25000 1					
VISUAL & PERFORMING ARTS							22000 1		
HUMANITIES - OTHER			27000 2						
HISTORY							27500 2		
POLITICAL SCIENCE/GOVT			23000 3					20195 1	
PSYCHOLOGY			24000 1						23000 1
SOCIAL SCIENCES-OTHER			24000 1				30000 1		28000 1
CIVIL							33000 1		
COMPUTER					32500 1				
ELECTRICAL/ELECTRONIC					32200 2		31488 5		
INDUSTRIAL					31020 1	28500 1	31392 6		
MECHANICAL						30000 1	33600 2		
ENGINEERING TECHNOLOGY		31200 1							

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES		EXECUTIVE, LEG	FINANC,TAXA, M
COMPUTER SCIENCE							33000	2		
CHEMISTRY							30305	4		

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
LETTERS (incl English, Li									31500 1
CRIMINAL JUSTICE		26400 1							
AEROSPACE & AERONAUTICAL							28676 2		
CHEMICAL							31680 3	33847 3	34356 17
CIVIL							27040 31 32400/24960	28938 15	29300 2
COMPUTER									31000 1
ELECTRICAL/ELECTRONIC							34468 6	29400 1	31916 30 36500/29910
ENIVRONMENTAL ENGINEERING								24960 1	
INDUSTRIAL							31500 1		31716 53 36000/29850
MECHANICAL							30122 15	30770 7	32163 67 35400/30000
METALLURGICAL							33600 1		32340 3
NUCLEAR							32560 1	32220 1	
ENGINEERING TECHNOLOGY							18900 1		32820 2
COMPUTER SCIENCE							24960 1		
ARCHITECTURAL & ENVIRONME							30000 1	29200 1	

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT					18000 1				
MANAGEMENT INFO SYSTEMS			30000 1						
AEROSPACE & AERONAUTICAL									31600 1
CHEMICAL		30000 1			35787 10		35075 112 38496/33500	35267 9	35307 30 37500/34500
CIVIL		33696 1						25799 4	26640 /
COMPUTER	30963 8		33975 6	30800 3	30800 3			32700 2	30176 8
ELECTRICAL/ELECTRONIC	31596 11	31820 29 34000/30400	30439 11	31563 4	30753 25 36800/25343	32812 1		30834 25 35000/26251	31419 55 40000/26520
ENIVRONMENTAL ENGINEERING								31200 1	
INDUSTRIAL	30467 3	21000 1		31800 1	32996 5		31560 1	32000 2	29633 6
MECHANICAL	31133 3	31161 14	30000 1		31159 23 36492/25343	30212 7	33792 5	32808 47 37200/31000	31833 33 36500/30000
METALLURGICAL					32000 1			31200 1	33300 2
MINING (INCL GEOLOGICAL)									30500 3
NUCLEAR		32610 2						32560 2	
ENGINEERING TECHNOLOGY	29800 1					30660 2		29267 3	25875 8
COMPUTER SCIENCE	33000 2		32782 5	33800 1	36800 1				
INFORMATION SCIENCES & SY				33500 2	35500 1				
PHYSICS					36000 1				

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	27500 2								
PSYCHOLOGY									18500 1
ALLIED HEALTH			24095 8		27339 7		31875 20 50000/28500		
HEALTH SCIENCES	23750 2				27305 4				
NURSING	31140 2			29356 70 39000/27000					37704 1
PHARMACY						38478 3			
BIOLOGICAL									25000 1

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						28800 1	27500 1		
BUSINESS ADMIN (INCL MGMT						30000 1			
ECONOM & FINANCE (BANKING						28000 1	33000 1	28000 1	
MANAGEMENT INFO SYSTEMS					28000 1	25364 11	30600 1		
LETTERS (incl English, Li							31000 1		
HUMANITIES - OTHER	15000 1								
PSYCHOLOGY		23000 1							
SOCIOLOGY		16500 1							
SOCIAL SCIENCES-OTHER	13000 2								
COMPUTER						38000 1	35600 2		
ELECTRICAL/ELECTRONIC						35600 2	27250 2		
INDUSTRIAL					20780 1	30683 6	30750 2		
MECHANICAL						32500 1			
AGRIBUSINESS									15000 1
NATURAL RESOURCES									18000 1
COMPUTER SCIENCE					28372 50 34500/25992	30040 13	29261 29 36000/25343		
COMPUTER PROGRAMMING					24864 6	29500 3			
INFORMATION SCIENCES & SY					26058 7	30747 10	28600 10		
SYSTEMS ANALYSIS						28980 1			
HEALTH SCIENCES			20000 1						
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS						30900 1	27500 2	30013 8	
PHYSICS							32500 2		

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC	PARALEGAL		RESEARCHERS NO	RESEARCHERS -	TEACHING	
ACCOUNTING		29600	5			26833	3							
BUSINESS ADMIN (INCL MGMT		30144	9	21267	3	23626 30000/20000	44							
DISTRIBUTION MANAGEMENT						22000	1							
ECONOM & FINANCE (BANKING		28253	15	27500	2	25479 31044/22000	27						14750	2
HOTEL/RESTAURANT MGMT.				20500	2	22700 28000/18000	30							
MANAGEMENT INFO SYSTEMS		25000	1											
MARKETING/MARK MGMT (RESR						23334	10							
COMMUNICATIONS						21183	6							
ELEMENTARY EDUCATION													24202	2
TEXTILES & CLOTHING						16000	1							
MERCHANDISING MANAGEMENT						17796	5							
LETTERS (incl English, Li		31000	3			27750	2							
VISUAL & PERFORMING ARTS						21000	1							
HUMANITIES - OTHER						15200	1		19000	1			13000	1
CRIMINAL JUSTICE									13440	1				
HISTORY				18000	1	22800	1							
POLITICAL SCIENCE/GOVT		27000	1			22544	5		22800	1				
PSYCHOLOGY		34250	2			23600	5							
SOCIOLOGY						19495	1							
SOCIAL SCIENCES-OTHER		18000	1			30000	1							
CHEMICAL		28500	1			34250	2							
CIVIL		28000	1			27000	1							
ELECTRICAL/ELECTRONIC		32720	10			29525	4							

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
INDUSTRIAL		31056 18		29683 6					
MECHANICAL		30571 7		32367 6					
AGRIBUSINESS				21000 1					
COMPUTER SCIENCE		30679 14							
ARCHITECTURAL & ENVIRONME	18200 1								
BIOLOGICAL								19700 1	
CHEMISTRY								27550 4	
MATHEMATICS				21000 1	22662 14				

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28515 323 37500/24600	24851 53 31000/18000	23435 13	27214 7	29320 10	30000 1		27833 3	26286 27 34000/22000
BACHELOR - TECHNICAL	27000 1								28000 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	26450 10	24389 9	23235 10	18000 1			16667 3	24000 4	
BACHELOR - TECHNICAL	25000 2	24250 2							

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	19533 3	25505 12	24221 17	27320 13	27680 6	26400 5	24005 39 33000/17500	18598 2	22558 9
BACHELOR - TECHNICAL		31200 1			31980 4	29250 2	31661 20 35520/29018		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL		26400 1							31500 1
BACHELOR - TECHNICAL							28901 63 37700/24960	29889 29 36500/27000	32169 175 36500/30000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL			30000 1		18000 1				
BACHELOR - TECHNICAL	31281 28 35500/26252	31437 48 35000/29400	31852 23 43400/26000	31932 11	32015 70 38500/25343	30562 10	34990 118 38496/33000	32064 96 37200/27000	31635 153 40000/26252

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	27500 2								18500 1
BACHELOR - TECHNICAL	27445 4		24095 8	29356 70 39000/27000	27326 11	38478 3	31875 20 50000/28500		31352 2

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	13667 3	19750 2			28000 1	26129 14	30525 4	28000 1	
BACHELOR - TECHNICAL			20000 1		27671 64 34500/25000	30847 38 40500/26500	29424 49 36000/25343	30013 8	19333 3

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		29043 37 37500/26500	22225 8	23411 144 35000/19000		18413 3			18181 5
BACHELOR - TECHNICAL	18200 1	31102 51 37000/28000		29900 21 35500/27000	22662 14			25980 5	

AVERAGE SALARY OFFERS JULY 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	30000 1							36800 1	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	27000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				25000 1		30100 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									39500 2
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	51000 1	38333 3			30000 1				
MBA--TECH	37000 1								

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							